

Message Text

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KUWAIT PASS DOHA

EO 11652: NA (DECON 5 MAY 1974)

TAGS: BEXP, QA

SUBJ: SALE OF VEHICLES TO QATARY ARMY

REF: KUWAIT 0446 (NOTAL)

1. MICHAEL IRWIN OF AA ZAYANI, CHRYSLER DEALER IN GULF, CALLED AT EMB FEB 4 TO PROVIDE ADDITIONAL DETAILS ABOUT SALES POSSIBILITIES*FOR CHRYSLER TRUCKS TO GOVT OF QATAR. IRWIN EXTREMELY PLEASED THAT CHARGE WHEELLOCK EACTED PROMPTLY TO HIS APPROACH BY PASSING THIS TRADE OPPORTUNITY TO KUWAIT FOR ONWARD TRANSMISSION.

2. ACCORDING IRWIN, DEAL INVOLVES POSSIBLE SALE OF SEVERAL HUNDRED TRUCKS RATHER THAN QUANTITY APPROX ONE HUNDRED MENTIONED REFTEL. GOQ DESIRES QUOTATION ON THREE BASIC TYPES: A. FARGO CN 800--NOMINAL 8 TON TROOP CARRIER; B. FARGO W600---FOUR WHEEL NDIVE TROOP CARRIER; C. FARGO W 300 4X4 PICK UP VEHICLE TO BE FITTED ALTERNATIVELY WITH 500 GAL PETROL TANK OR WITH CARGO BODY; ALL TYPES SHOULD BE TO MILITARY SPECIFICATIONS.

3. IRWIN STRESSED THAT VEHICLES MUST RPT MUST BE EQUIPPED WITH OVER-SIZE, HEAVY TYPE SAND TIRES. IN PAST HE SAID

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CHRYSLER HAS NOT BEEN RESPONSIVE TO AGENT'S REQUESTS THAT

SAND TIRES SHOULD BE CONSIDERED BASIC
EQUIPMENT FOR VEHICLES SOLD TO GULF CUSTOMERS.

4. IRWIN STATED THAT PRINCIPAL COMPETITORS WERE FRENCH,
PRESUMABLY BERLIET, AND IT IMPERATIVE THAT HE HAVE OFFER FROM
CHRYSLER BY FEB 8 AT LATEST WHEN HE MUST TRAVEL TO DOHA FOR
PRESENTATION FOLLOWING DAY TO GOG, IRWIN HIMSELF HAS CABLED
DETAILS OF REQUIREMENTS TO LONDON OFFICE OF CHRYSLER INTL.

5. COMMENT: BELIEVE THIS IS OUTSTANDING SALES OPPORTUNITY FOR
US TRUCK MANUFACTURER AND WOULD RECOMMEND BOTH EMB LONDON
AND USDOC FOLLOW UP ON ORIGINAL MSG WITH CHRYSLER
URGING COMPANY TO PROVIDE IRWITESUITABLE OFFER BY FEB 8 AND
ALSO MAKE EVERY EFFORT ACCEDE TO AGENT'S REQUEST THAT DEMONSTRATION
VEHICLES BE DESPATCHED IMMEDIATELY TO QATAR. MIGHT ADD THAT
INTRODUCTION OF US MILITARY TRUCKS IN QATAR COULD HAVE VERY
PERSUASIVE COMML EFFECT ON NEIGHBORING STATES, NOTABLY UAE/ABU DHABI
WHICH REPORTEDLY MAY BE IN MARKET SOON FOR ADDITIONAL MIL
VEHICLES.
GRIFFIN

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